

Credit Committee Report on Lending Activity

☆ Annual Meeting ☆ March 13, 2016 ☆ Report on Activities for 2015 ☆

Credit Committee: Ron Ehrenreich, Sam Eschenbrenner, Frank Forward, Lanny Freshman, Simon Morrin

Committee Alternates: Christina Sauve, Meagan Weatherby, Rachel Greene, Kip Hargrave, Homer T-Davis

Three or more members of the Credit Committee meet weekly to review loans that loan officers do not have the authority to approve.

Lending Staff: Susan Hamilton, Greg Knipe, Chris Barkley, Carlos García, Carolyn Evans-Dean

1 Lending Activity: The credit union originated 508 new loans last year for a total of \$5,133,536.* The credit union denied 99 loans (this includes counteroffers that were not accepted by member), and 138 were withdrawn or cancelled (incomplete, reapplied for different amount or type, found other financing).

2 Real Estate & Business Lending:

	2015 Originated # of Loans*	2015 Originated \$ amt of Loans*	Outstanding # of Loans	Outstanding \$ amt of Loans
Homeownership	60	\$2,943,294	273	\$12,488,767
Personal	419	\$1,426,133	1,537	\$ 3,117,019
Small Business	29	\$ 764,109	143	\$ 3,394,427
NCUA Business Loans **	1	\$ 198,750	27	\$1,850,577

*NOTE: 2015 FIGURES DO NOT INCLUDE DRAWS IN 2015 ON LINES OF CREDIT & HOME EQUITY LINES OF CREDIT ORIGINATED IN PRIOR YEARS.

**NOTE: NCUA BUSINESS LOANS ARE LOANS WHICH MEET NCUA GUIDELINES FOR REPORTING: WITH A BUSINESS PURPOSE (INCLUDING LOANS TO ANY CORPORATION) WHERE THE LOAN IS OVER \$50,000, OR WHERE THE AGGREGATE LOANS TO ANY ONE BORROWER IS GREATER THAN \$50,000, AND EXCLUDES EXEMPT LOANS (GUARANTEED OR SECURED BY SHARES OR THE PRIMARY RESIDENCE OF THE BORROWER).

3 Delinquent Loans:

Delinquency at Year End	Number of Loans	Amount of Loans
Loans 2 to 6 Months Delinquent	76	\$915,107
Loans 6 to 12 Months Delinquent	38	\$260,751
Loans 12 Months & Over Delinquent	14	\$281,042
Total Delinquent Loans	128	\$1,456,900

4 Charge Offs: 58 loans were charged off last year for \$97,294 and \$23,662 was recovered on charged off loans. Though charged off, collection efforts will continue unless prohibited by law.

5 Total Loans: The credit union had a total of 1,953 loans at year end for a sum of \$19,000,213.

Total Loan Key Ratios at Year End	
Loans to Member Shares	116.33 %
Loans to Shares & Nonmember Deposits	94.34 %

6 Loans to Officials: The total number of outstanding loans to credit union officials (members on the board, supervisory or credit committees) and senior executive staff is 37 for a dollar value of \$503,497.